

Welcome to [ASK] - Always Seeking Knowledge!  
# 1 - Sunday, November 18, 2001  
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1. Quick [ASK]

There seem to be two motivators for change. Either the pain of the present condition is too great, or the pleasure derived from created change is greater. Normally, humans move just far enough AWAY from pain to minimise it. It takes much greater Self-Belief to begin making decisions TOWARDS a better life. The process is not easy, but it is very rewarding for those who keep at it. As Allan Savory often says, "Holistic Management is simple, but not easy."

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2. Welcome

This Newsletter is designed to replace the Holistic Results four page Newsletter we have published for several years now. The time has come to adopt more fully the electronic technologies available. Writing, editing, printing, folding, placing in an envelope, stamping and then mailing that Newsletter has become an increasing burden. However dropping it off altogether conflicts seriously with our holistic goal.

We have given it a name as well, [ASK] - Always Seeking Knowledge. We think it is critical to always be Asking 'How' and 'What' questions - ie seeking knowledge.

We are clear about our 'No-Spam' policy, so please, let us know if you do not wish to continue receiving this by email. Otherwise, it is intended this be a monthly publication.

We are in the process of calling everyone, to simply say 'hello', and to update all of our details, including email addresses etc. If you haven't had a call, it is coming!

Since we last published a Newsletter, much has happened. Our Holistic Management™ training programs are finished for the year. What a year it has been. One would not want to single out a particular program, but the memory of one group designing a T-shirt which reads:

"We manage holistically, and we never run out of root energy" seems to encapsulate the fun we had.

And of course, we will never forget Christchurch in April. When people play the audio tapes they get a feel for the power that was created in that room over two great days. Suzie and I will cherish forever the support so many Kiwis gave to the visitors from South Africa, Zimbabwe, Canada, Ireland, USA, and Australia.

We have now run two 'Soaring Results' programs - one each in Perth and Inverell. The Inverell group had 17 non-farm people in attendance, and has resulted in an upsurge of interest in Holistic Management™ within a business setting.

Our current activities revolve around planning the new year. Some particularly interesting opportunities are evolving. More next time!

An important new development is the creation of Holistic Decision Making Association (Australia and New Zealand). The acronym is HDMA. HDMA is a Not-for-Profit body to be owned and controlled by practitioners from both countries. An official launch is planned for February 2002.

The Executive Officer of the Association is Charlyn Chaplain - many of you will remember her when she worked with us at Moree. Lennie, as she is often called, will soon be a Registered Educator as well.

The Association will be conducting an Open Day with African Registered Educator, Dick Richardson, and a range of Australian Educators, at Lucella, Nundle, on December 8th. Details below. It is a sample of the sort of benefits we expect membership of HDMA will bring you.

The official launch of HDMA is scheduled for February 17th, in conjunction with an Open Day planned for Coombing Park at Carcoar, on the 16th. Stick these dates in your diary - full details soon.!

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### 3. Around the Traps

#### WA

Dandaragan is about as far from Melbourne as you can get, but the first Tuesday in November also saw the second annual Dandaragan cup meeting (actually, it was a support group meeting). Appropriate hats were again the order of the day!

Seasonally, things have swung right around in the West. At the end of August it looked like the crops were beyond redemption in some areas, especially around Lake Grace, but continued rain has pulled them right out of the fire. In fact, it has been so wet that much of WA's export hay trade may have been seriously damaged.

Esperance crops have had a big, slow finish, and some exciting yields are in the wind, so we hear. Well done!

Looking forward to conducting groups early next year at Esperance and Katanning.

#### Vic

A mixed bag in Victoria. Some people report excellent seasons, yet around Yarrowonga it has been tough, to say the least. To the east, Max Bowran tells me he is embarrassed by feed. He is now carrying nearly 50% more stock than ever, on 30% less land. It is a great achievement for Max and Elizabeth.

NSW

It has been very dry on the NSW coast, until this week. At last it has rained. Other regions are having generally good seasons. Central western areas look good, and a recent support group day at Richard and Sue Gordon, Manton, Cowra highlighted this fact. Their crops look fine, and they have some excellent new pastures. It was a great day out.

Qld

Pretty dry in many parts of Qld. Suzie and I recently stayed with Bill and Nicky MacQueen at Millmerran. Season was hanging on, and crops were fine, but not over wet by any means. Stock were doing well.

Jan Fitzgerald has recently become President of the very influential 'Australian Women in Agriculture' organisation. Congratulations Jan, we all look forward to the great work we know is coming.

NZ

A drier than normal winter and spring, but enough to get by with, seems to be the consensus. New Zealand is heading into water problems, however. Snow melt is unlikely to fill the big hydro dams, and water restrictions are in the offing. Herstal Ulrich's bull-beef techno has just enough water to get through this year, but the drier time has seen a 'magic lambing'. Meanwhile, Herstal was recently runner up in the prestigious Lincoln College Farmer of the Year competition. Aly reckons her will be spending the quite significant prize money on her next holiday!

Support groups all seem to be meeting regularly, and Nicky Hyslop tells us that Shenley Station is the venue for the next South Canterbury group meeting on December 5. Barry Ward tells us that the Methven group met recently at La Grange Farm, West Melton. He was really thrilled with the suggestions people came up with to enhance this great little property.

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4. Keeping focus

There is a purpose to Newsletters. It is to support, inform, and enhance knowledge.

Knowledge alone does not create change. Knowledge is not power! Change creates power. Most people 'know' what they should be doing in every aspect of their lives and in their businesses. For instance, if they are grazing animals, they 'know' they should be using a written holistic grazing plan, otherwise their outcome is entirely predictable - only the date of their crash is unknown.

Yet many people fail to do this planning. It seems like it is the same thing as kids daring each other about how long they can each stand on the railway track as the train rushes towards them. It's a great adrenaline rush to push the limits, to do something dangerous, so long as you are nimble - but it's fatal if you miss a step! And what is the gain? What is the meaning? I cannot see one!

What I do see is that our human nature stops us from making the changes we must make. We all need these changes in order to actually create our future resource base, so we experience the feelings we want most of the time, and from that the safe 'adrenaline rush' of success.

That 'stopping' situation arises as a function of our past conditioning, which comes from the environment we either grew up in or now live in, our interpretation of past events (positive or negative), and what we have learned by experience. The result is our 'Self-Belief'. Our Self-Belief is actually not 'right' or 'wrong', it is simply our assessment of ourselves in the light of the above influences.



Of course, change doesn't occur overnight, but more likely on an exponential curve. And remember, permanent change only occurs when you believe it will!

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5. Update your Diary

November 21 & 22 Whole Farm Management Group, WA  
(WA) Guests: Dick and Judy Richardson, Registered Educator  
from South Africa.  
Contact Joc Dwyer [joc2@bigpond.com](mailto:joc2@bigpond.com) or  
by phone (04) 2796 2031

December 5 South Canterbury Support Group day  
(NZ) Shenley Station, Fairlie at 9.30 am  
Contact Nicky Hyslop [nahmac@voyager.co.nz](mailto:nahmac@voyager.co.nz) or phone  
03 688 2410

December 8 OPEN DAY - Lucella, Nundle  
(Oz) Guests: Dick and Judy Richardson, Registered Educator  
from South Africa  
(Great opportunity to see significant land changes  
occurring at virtually no \$ cost to the owners)  
Contact Lennie Chaplain [cvchaplain@bigpond.com](mailto:cvchaplain@bigpond.com)  
or by phone (02) 6752 9065 by 1 December

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6. Materials you can use

There are an enormous number of resource materials available to you, when you choose to take massive action and 'grow' yourself. Remember always: you are your best investment. Invest in yourself! We know people who spend more than \$50,000 a year on themselves. You don't need to do that! But you do need to do something.

"The Seven Habits of Highly Effective People"  
Often the resources available are near to free. For instance most libraries carry Stephen Covey's book, "The Seven Habits of Highly Effective People" and audio tapes of the book as well. Choose the tape for starters. The book should cost you less than \$22.00.

"The Richest Man in Babylon"  
If you want a little book about creating good habits (and paper dollars), then try this book, written nearly eighty years ago by George S Clason. Highly recommended reading, and it should cost you less than \$18.00.

"Think and Grow Rich"  
This book is not about money, but the mental habits required before wealth (in all the measurements YOU define it) can be acquired, held and grown. The author was Napoleon Hill, and this book is a masterpiece study of human behaviour. It is a high impact book. Cost is about \$25.00.

"The E-Myth Revisted"  
Michael Gerber's book is strong on the difference between 'working in the business (WITB)' and 'working on the business (WOTB)'. People who succeed work on the business. Gerber gives a wide range of practical examples, many of which are adaptable to agriculture. In fact, if you don't take the mind shifts he advocates, you may well be confining yourself to a life of permanently working for your input suppliers, rather than benefiting yourself. Cost is about \$29.60.

By the way:

You can get all of these books from The Book Connection in Dubbo, NSW  
Ph: 02 6882 3311 Fax: 02 6882 3311 or email [orders@bookconnection.com.au](mailto:orders@bookconnection.com.au)  
(Also ask them about their Mail Order Catalogue - it is terrific)  
or  
Scorpio Books in Christchurch, NZ  
Ph: 03 379 2882 Fax: 03 379 2886 or email [scorpbk@ihug.co.nz](mailto:scorpbk@ihug.co.nz)

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7. Jobs and positions

Looking for work

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Andrew Helps, aged 22, and his partner, tell us they are currently looking for a job in NSW or Qld.

Experience includes 2 years at Pooginook (Riverina), where he first observed Holistic management™ at work, a year on Monkira (Channel Country, Qld) and 2 years on Springvale Station (Halls Creek, WA).

He says he is 'Willing to learn and looking for a Station with an holistic approach. Happy with sheep, cattle and possibly cropping.'

For references, phone 0427 672 608

Tom Redfern is currently working in Tasmania, and will be looking for a good opportunity next year. Graduate of Sydney University, Orange and presntly working on a pretty substantial operation in Tassie.

Best contact is by email: [tomredfern@bigpond.com](mailto:tomredfern@bigpond.com)

Looking for someone

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Kevin Lynch from near Krumbach, mid north coast of NSW is looking for someone young who can give him a hand to develop his property, and be part of the decision making process.

For details, phone Kevin on (02) 6559 1234 or email [kevinjohn@telstra.easymail.com.au](mailto:kevinjohn@telstra.easymail.com.au)

Tony Ruse is looking for someone for his new property north of Gingin, WA  
For details, please phone Tony on [ruse@iinet.net.au](mailto:ruse@iinet.net.au)

Property for lease

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About 1,800 acres on the NW slopes of NSW, currently running about 4,000 dse as cattle and sheep. Mostly native pastures but some improved species as well. Comfortable home, good water facilities. About 30 paddocks. Grazing planning now in place.

For details, contact Bruce Ward on 02 6721 1105 or email [blward@holisticresults.com.au](mailto:blward@holisticresults.com.au)

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8. Quotes that mean something

"As human beings, our greatness lies not so much in being able to remake the world...as in being able to remake ourselves."

Mahatma Ghandi.

"Come to the edge, he said. They said: we are afraid.  
Come to the edge, he said. They came.  
He pushed them and they flew".

Guillaume Apollinaire

See possibilities - they are always there, although sometimes they're  
hiding".

Unknown

"We can easily forgive a child who is afraid of the dark;  
the real tragedy of life is when adults are afraid of the light."

Plato

"People often say that motivation doesn't last. Well, neither does bathing.  
That's why we recommend it daily."

Zig Ziglar

Have a great November!

Regards

Bruce Ward

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"Keep away from people who try to belittle your ambitions. Small people  
always do that, but the really great make you feel that you, too, can become  
great." Mark Twain